

Message Text

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PAGE 01 STATE 167571
ORIGIN EA-12

INFO OCT-01 ISO-00 COME-00 EB-08 INT-05 CIAE-00 INR-10
NSAE-00 TRSE-00 /036 R

DRAFTED BY EA/PRCM:GFOX:CED
APPROVED BY EA/PRCM:HETTHAYER
COM/EWT:WCLARKE (DRAFT)

-----123670 010510Z/20

P 010114Z JUL 78
FM SECSTATE WASHDC
TO USLO PEKING PRIORITY
INFO AMCONSUL HONG KONG PRIORITY
AMEMBASSY TOKYO PRIORITY

C O N F I D E N T I A L S T A T E 1 6 7 5 7 1

E.O. 11652: N/A

TAGS: BTRA BTIO CH US

SUBJECT: TECHIMPORT SEMINARS ON OPEN PIT MINING

1. WE HAVE HEARD FROM COMMERCE AND DIRECTLY FROM THE COMPANIES THAT TECHIMPORT HAS INVITED BETHLEHEM STEEL, MORRISON-KNUDSEN, AND KAISER ENGINEERS TO PEKING TO MAKE TECHNOLOGICAL PRESENTATIONS ON HOW THEY MIGHT DEVELOP CHINESE IRON ORE DEPOSITS AT TWO SEPARATE LOCATIONS. TECHIMPORT IS INTERESTED IN HAVING THE FIRMS PROVIDE THE TECHNOLOGICAL EXPERTISE NEEDED TO MINE THE IRON ORE (USING OPEN PIT PROCESSES) AND BENEFICIATE THE ORE TO THE PELLET STAGE.

2. THE AMERICAN FIRMS, WHOM WE HAVE ADVISED TO CONTACT USLO, WILL BE ARRIVING SEQUENTIALLY. BETHLEHEM STEEL IS DUE IN PEKING JULY 3, MORRISON-KNUDSEN JULY 10, AND KAISER ENGINEERS SOMETIME BEFORE JULY 20.

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3. WILLIAM DEASY, VICE PRESIDENT, WILL HEAD THE MORRISON-KNUDSEN DELEGATION OF FIVE OR SIX PEOPLE THAT ARRIVES JULY 10 ON PIA FLIGHT 753. MORRISON-KNUDSEN ASKED TO RESERVE A 16-MM PROJECTOR AND ONE CAROUSEL-TYPE SLIDE PROJECTOR FOR USE ON JULY 10 AND 11.

4. W. R. FISHER, VICE PRESIDENT OF KAISER ENGINEERING AUSTRALASIA, WILL HEAD THE KAISER ENGINEERING GROUP OF FOUR. THEY HAD ORIGINALLY PLANNED TO ARRIVE IN PEKING ON THE SAME PLANE THAT CARRIED THE MORRISON-KNUDSEN GROUP (PRESUMABLY WITHOUT KNOWING THEIR COMPETITORS WERE ON THE SAME FLIGHT) BUT THE CHINESE HAVE NOW INFORMED THEM THAT KAISER ENGINEERS WOULD NOT START MEETINGS BEFORE THE 20TH.

5. FULL COSTS OF DEVELOPING BOTH THE SITES MIGHT TOTAL AS MUCH AS DOLS. 500 MILLION. THE 3 COMPANIES, AS FAR AS WE KNOW, ARE UNAWARE OF THE IDENTITY OF THEIR US COMPETITORS. HAS USLO HEARD OF ANY FOREIGN COMPETITION?

VANCE

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 01 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE167571
Document Source: CORE
Document Unique ID: 00
Drafter: GFOX:CED
Enclosure: DG ALTERED
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780271-1148
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t197807102/aaaadijg.tel
Line Count: 75
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 0c62566b-c288-dd11-92da-001cc4696bcc
Office: ORIGIN EA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1853584
Secure: OPEN
Status: NATIVE
Subject: TECHIMPORT SEMINARS ON OPEN PIT MINING
TAGS: BTRA, BTIO, CH, US
To: PEKING
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/0c62566b-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014